

# Monthly Indicators



## November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings decreased 20.4 percent for Single Family homes but increased 23.7 percent for Condominium homes. Pending Sales increased 18.5 percent for Single Family homes and 22.9 percent for Condominium homes. Inventory decreased 15.0 percent for Single Family homes and 8.9 percent for Condominium homes.

Median Sales Price decreased 1.4 percent to \$730,000 for Single Family homes and 5.9 percent to \$497,550 for Condominium homes. Days on Market decreased 6.9 percent for Single Family homes but increased 37.0 percent for Condominium homes. Months Supply of Inventory decreased 19.3 percent for Single Family homes and 2.5 percent for Condominium homes.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

## Quick Facts

**+ 10.4%**

Change in Number of  
**Closed Sales**  
All Properties

**- 5.7%**

Change in Number of  
**Median Sales Price**  
All Properties

**- 11.2%**

Change in Number of  
**Homes for Sale**  
All Properties

This is a research tool provided by the REALTORS® Association of Maui, Inc. Percent changes are calculated using rounded figures.

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# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.


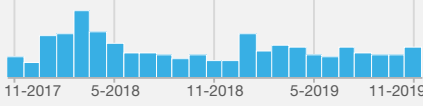
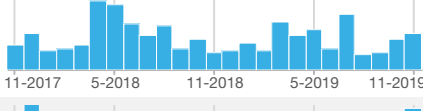
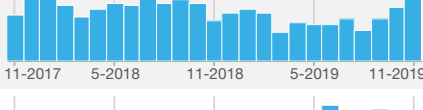
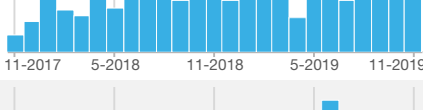
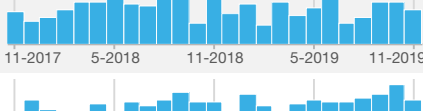
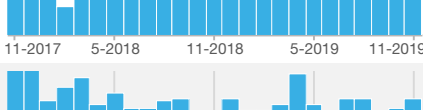
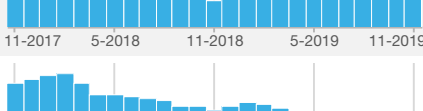
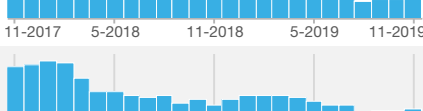
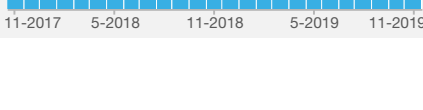


| Key Metrics                    | Historical Sparkbars | 11-2018     | 11-2019     | % Change | YTD 2018    | YTD 2019    | % Change |
|--------------------------------|----------------------|-------------|-------------|----------|-------------|-------------|----------|
| New Listings                   |                      | 152         | 121         | - 20.4%  | 1,422       | 1,451       | + 2.0%   |
| Pending Sales                  |                      | 81          | 96          | + 18.5%  | 1,011       | 1,088       | + 7.6%   |
| Closed Sales                   |                      | 76          | 71          | - 6.6%   | 1,044       | 1,019       | - 2.4%   |
| Days on Market Until Sale      |                      | 131         | 122         | - 6.9%   | 147         | 134         | - 8.8%   |
| Median Sales Price             |                      | \$740,398   | \$730,000   | - 1.4%   | \$712,175   | \$743,000   | + 4.3%   |
| Average Sales Price            |                      | \$1,097,242 | \$1,007,843 | - 8.1%   | \$1,038,434 | \$1,085,161 | + 4.5%   |
| Percent of List Price Received |                      | 97.1%       | 97.4%       | + 0.3%   | 96.8%       | 96.7%       | - 0.1%   |
| Housing Affordability Index    |                      | 42          | 46          | + 9.5%   | 44          | 45          | + 2.3%   |
| Inventory of Homes for Sale    |                      | 520         | 442         | - 15.0%  | —           | —           | —        |
| Months Supply of Inventory     |                      | 5.7         | 4.6         | - 19.3%  | —           | —           | —        |

# Condominium Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condominium properties only.



| Key Metrics                    | Historical Sparkbars  | 11-2018   | 11-2019   | % Change | YTD 2018  | YTD 2019  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 156       | 193       | + 23.7%  | 1,816     | 1,772     | - 2.4%   |
| Pending Sales                  |    | 109       | 134       | + 22.9%  | 1,523     | 1,428     | - 6.2%   |
| Closed Sales                   |    | 120       | 140       | + 16.7%  | 1,535     | 1,482     | - 3.5%   |
| Days on Market Until Sale      |    | 135       | 185       | + 37.0%  | 156       | 139       | - 10.9%  |
| Median Sales Price             |    | \$528,650 | \$497,550 | - 5.9%   | \$500,000 | \$515,500 | + 3.1%   |
| Average Sales Price            |   | \$777,599 | \$692,377 | - 11.0%  | \$728,130 | \$702,998 | - 3.5%   |
| Percent of List Price Received |  | 97.7%     | 97.7%     | 0.0%     | 97.4%     | 97.7%     | + 0.3%   |
| Housing Affordability Index    |  | 59        | 68        | + 15.3%  | 62        | 65        | + 4.8%   |
| Inventory of Homes for Sale    |  | 549       | 500       | - 8.9%   | —         | —         | —        |
| Months Supply of Inventory     |  | 4.0       | 3.9       | - 2.5%   | —         | —         | —        |

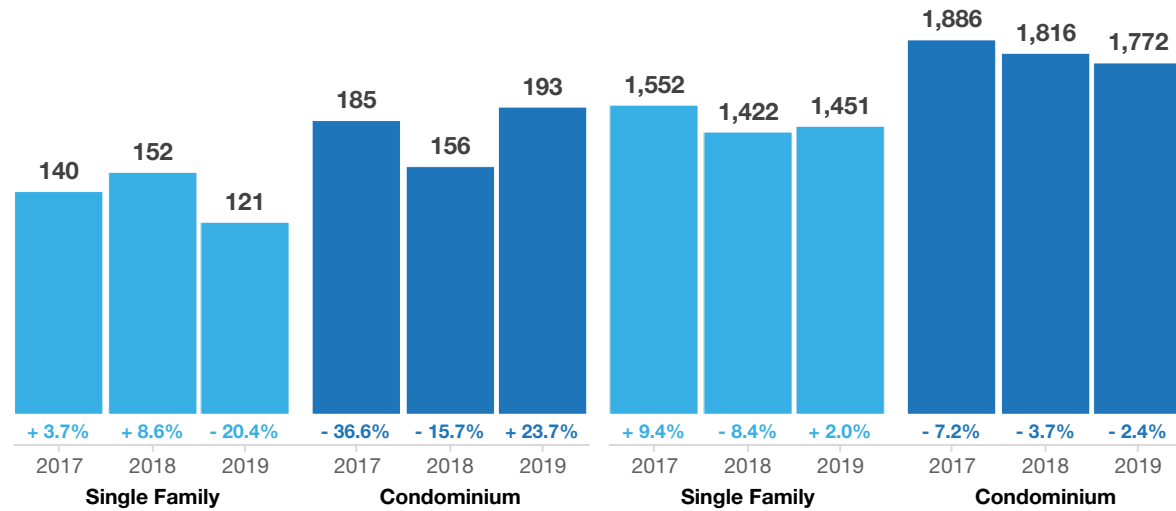
# New Listings

A count of the properties that have been newly listed on the market in a given month.



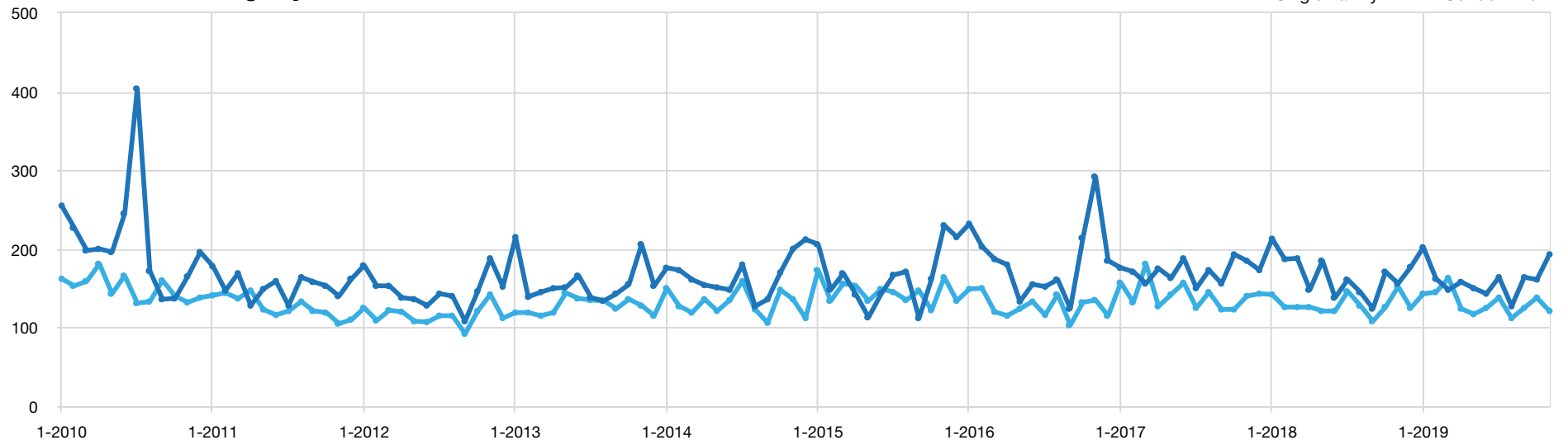
## November

## Year to Date



| New Listings    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 125           | - 12.6%               | 177         | + 2.3%                |
| Jan-2019        | 143           | + 0.7%                | 202         | - 5.2%                |
| Feb-2019        | 145           | + 15.1%               | 162         | - 13.4%               |
| Mar-2019        | 163           | + 29.4%               | 148         | - 21.3%               |
| Apr-2019        | 124           | - 1.6%                | 158         | + 6.8%                |
| May-2019        | 117           | - 3.3%                | 150         | - 18.9%               |
| Jun-2019        | 125           | + 3.3%                | 143         | + 3.6%                |
| Jul-2019        | 138           | - 5.5%                | 164         | + 1.9%                |
| Aug-2019        | 112           | - 12.5%               | 127         | - 12.4%               |
| Sep-2019        | 125           | + 15.7%               | 164         | + 32.3%               |
| Oct-2019        | 138           | + 9.5%                | 161         | - 5.8%                |
| <b>Nov-2019</b> | <b>121</b>    | <b>- 20.4%</b>        | <b>193</b>  | <b>+ 23.7%</b>        |
| 12-Month Avg    | 131           | + 0.8%                | 162         | - 2.4%                |

## Historical New Listings by Month



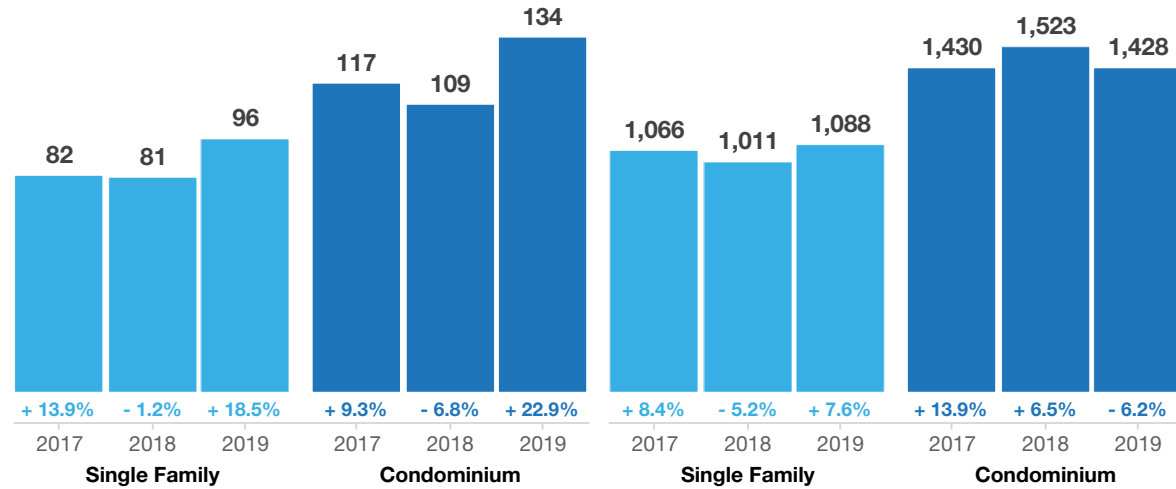
# Pending Sales

A count of the properties on which offers have been accepted in a given month.



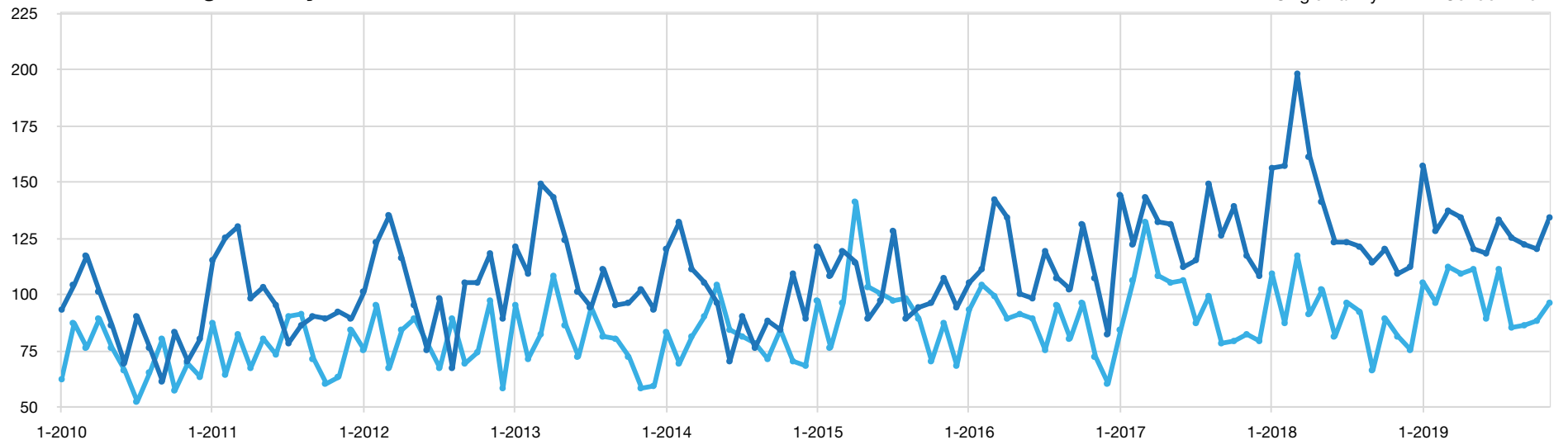
## November

## Year to Date



| Pending Sales   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 75            | - 5.1%                | 112         | + 3.7%                |
| Jan-2019        | 105           | - 3.7%                | 157         | + 0.6%                |
| Feb-2019        | 96            | + 10.3%               | 128         | - 18.5%               |
| Mar-2019        | 112           | - 4.3%                | 137         | - 30.8%               |
| Apr-2019        | 109           | + 19.8%               | 134         | - 16.8%               |
| May-2019        | 111           | + 8.8%                | 120         | - 14.9%               |
| Jun-2019        | 89            | + 9.9%                | 118         | - 4.1%                |
| Jul-2019        | 111           | + 15.6%               | 133         | + 8.1%                |
| Aug-2019        | 85            | - 7.6%                | 125         | + 3.3%                |
| Sep-2019        | 86            | + 30.3%               | 122         | + 7.0%                |
| Oct-2019        | 88            | - 1.1%                | 120         | 0.0%                  |
| <b>Nov-2019</b> | <b>96</b>     | <b>+ 18.5%</b>        | <b>134</b>  | <b>+ 22.9%</b>        |
| 12-Month Avg    | 97            | + 6.6%                | 128         | - 5.9%                |

## Historical Pending Sales by Month

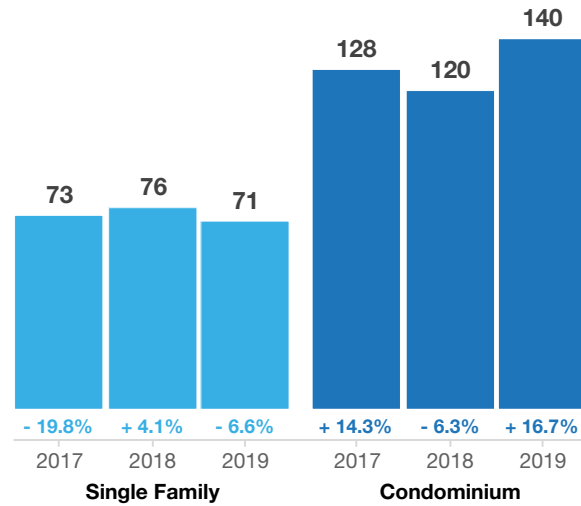


# Closed Sales

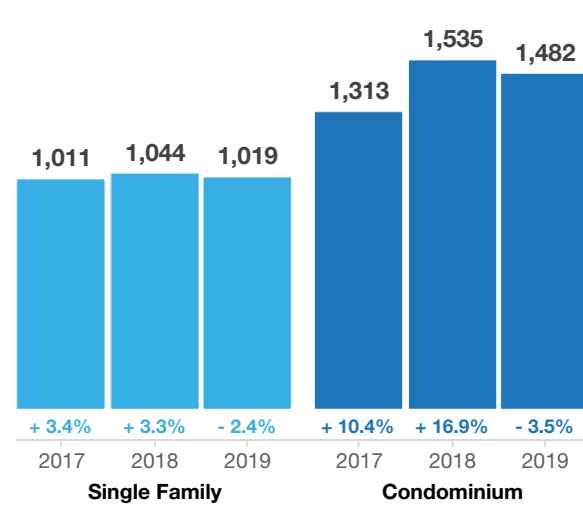
A count of the actual sales that closed in a given month.



## November

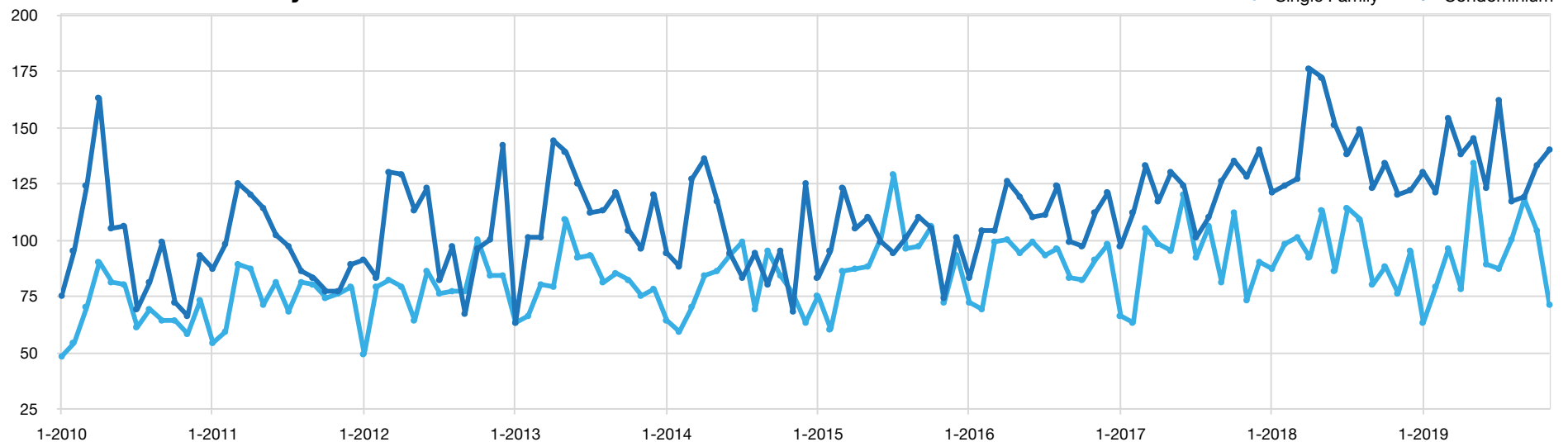


## Year to Date



| Closed Sales    | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 95            | + 5.6%                | 122         | - 12.9%               |
| Jan-2019        | 63            | - 27.6%               | 130         | + 7.4%                |
| Feb-2019        | 79            | - 19.4%               | 121         | - 2.4%                |
| Mar-2019        | 96            | - 5.0%                | 154         | + 21.3%               |
| Apr-2019        | 78            | - 15.2%               | 138         | - 21.6%               |
| May-2019        | 134           | + 18.6%               | 145         | - 15.7%               |
| Jun-2019        | 89            | + 3.5%                | 123         | - 18.5%               |
| Jul-2019        | 87            | - 23.7%               | 162         | + 17.4%               |
| Aug-2019        | 100           | - 8.3%                | 117         | - 21.5%               |
| Sep-2019        | 118           | + 47.5%               | 119         | - 3.3%                |
| Oct-2019        | 104           | + 18.2%               | 133         | - 0.7%                |
| <b>Nov-2019</b> | <b>71</b>     | <b>- 6.6%</b>         | <b>140</b>  | <b>+ 16.7%</b>        |
| 12-Month Avg    | 93            | - 2.1%                | 134         | - 4.3%                |

## Historical Closed Sales by Month



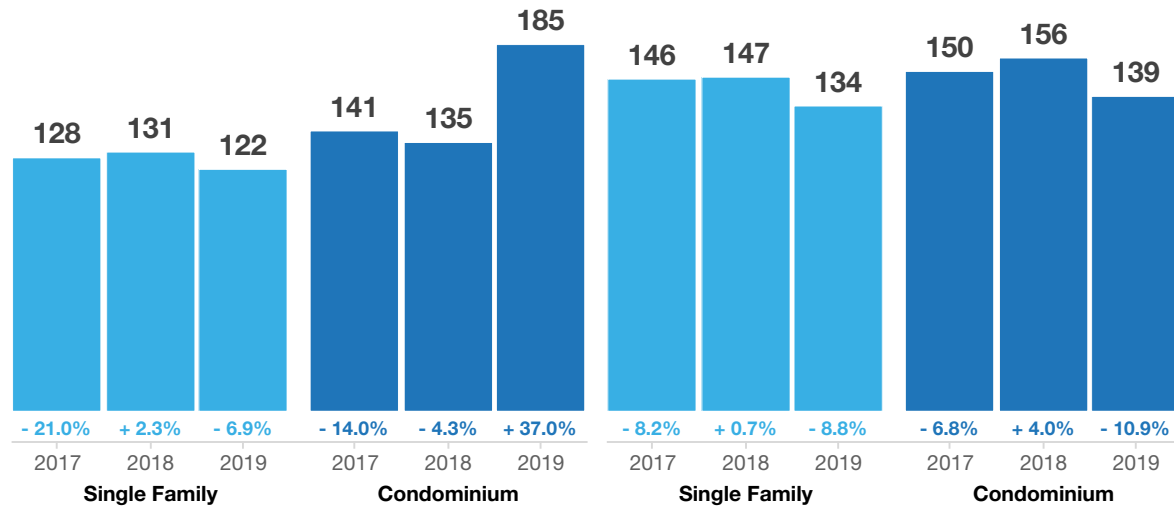
# Days on Market Until Sale

Average number of days between when a property is listed and when it closed in a given month.



## November

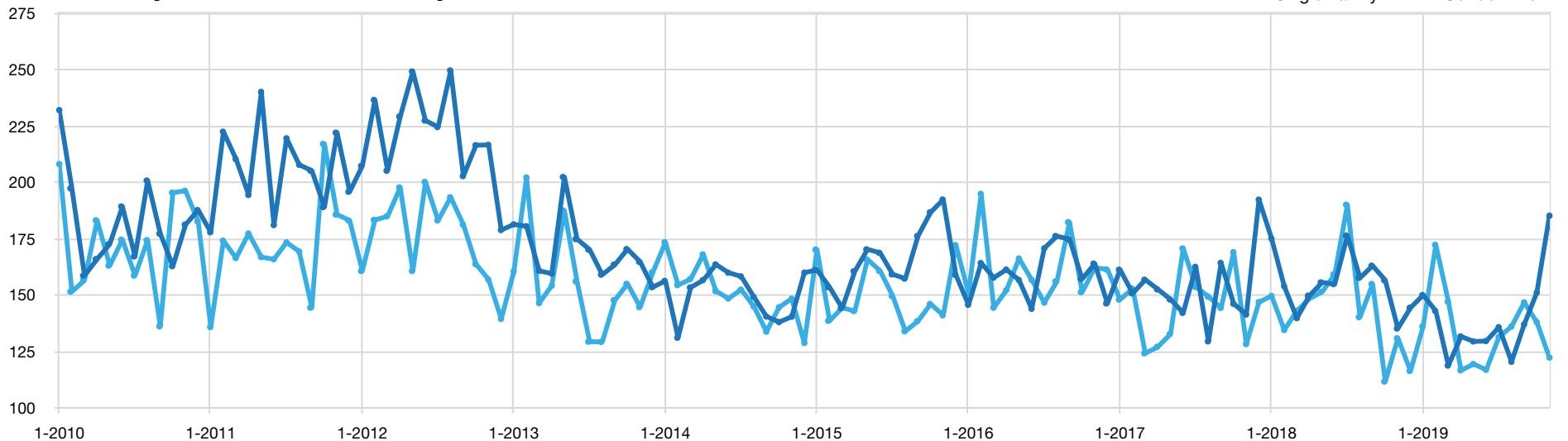
## Year to Date



| Days on Market  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 116           | - 21.1%               | 144         | - 25.0%               |
| Jan-2019        | 136           | - 8.7%                | 150         | - 14.3%               |
| Feb-2019        | 172           | + 28.4%               | 143         | - 7.1%                |
| Mar-2019        | 147           | + 2.8%                | 118         | - 15.1%               |
| Apr-2019        | 116           | - 21.6%               | 131         | - 12.1%               |
| May-2019        | 119           | - 21.2%               | 129         | - 16.8%               |
| Jun-2019        | 117           | - 26.4%               | 129         | - 16.8%               |
| Jul-2019        | 131           | - 31.1%               | 135         | - 23.3%               |
| Aug-2019        | 136           | - 2.9%                | 120         | - 23.6%               |
| Sep-2019        | 146           | - 5.8%                | 137         | - 16.0%               |
| Oct-2019        | 138           | + 24.3%               | 151         | - 3.2%                |
| <b>Nov-2019</b> | <b>122</b>    | <b>- 6.9%</b>         | <b>185</b>  | <b>+ 37.0%</b>        |
| 12-Month Avg*   | 133           | - 9.9%                | 139         | - 12.3%               |

\* Days on Market for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month

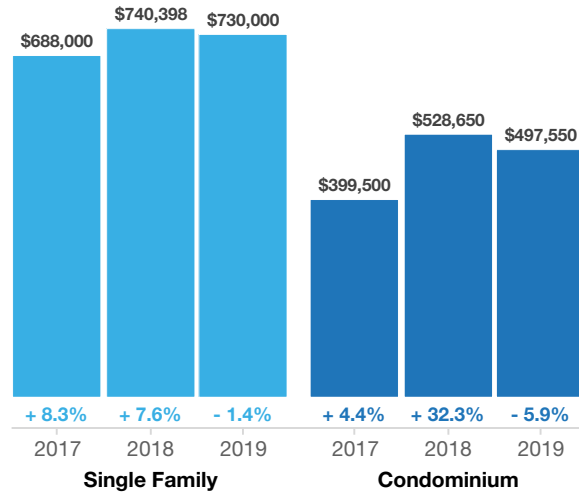


# Median Sales Price

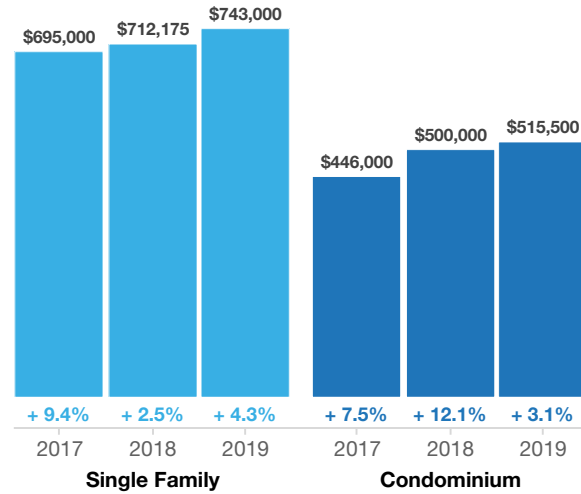
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



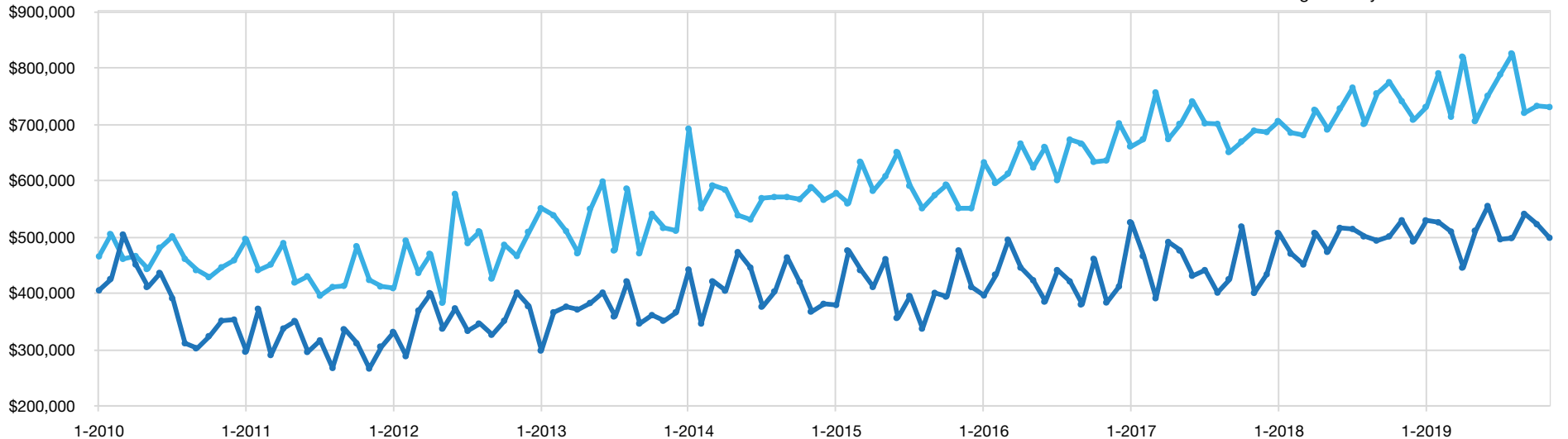
## Year to Date



| Median Sales Price | Single Family    | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|--------------------|------------------|-----------------------|------------------|-----------------------|
| Dec-2018           | \$707,500        | + 3.2%                | \$491,000        | + 13.5%               |
| Jan-2019           | \$730,000        | + 3.5%                | \$528,450        | + 4.4%                |
| Feb-2019           | \$790,000        | + 15.4%               | \$525,000        | + 11.9%               |
| Mar-2019           | \$712,718        | + 4.8%                | \$508,500        | + 13.0%               |
| Apr-2019           | \$819,500        | + 13.0%               | \$444,444        | - 12.2%               |
| May-2019           | \$705,000        | + 2.2%                | \$510,000        | + 7.9%                |
| Jun-2019           | \$750,000        | + 3.1%                | \$554,000        | + 7.6%                |
| Jul-2019           | \$788,000        | + 3.1%                | \$494,875        | - 3.6%                |
| Aug-2019           | \$825,250        | + 17.9%               | \$496,950        | - 0.6%                |
| Sep-2019           | \$719,718        | - 4.6%                | \$540,000        | + 9.6%                |
| Oct-2019           | \$732,000        | - 5.5%                | \$521,600        | + 4.3%                |
| <b>Nov-2019</b>    | <b>\$730,000</b> | <b>- 1.4%</b>         | <b>\$497,550</b> | <b>- 5.9%</b>         |
| 12-Month Avg*      | \$740,000        | + 4.2%                | \$514,250        | + 3.9%                |

\* Median Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

## Historical Median Sales Price by Month



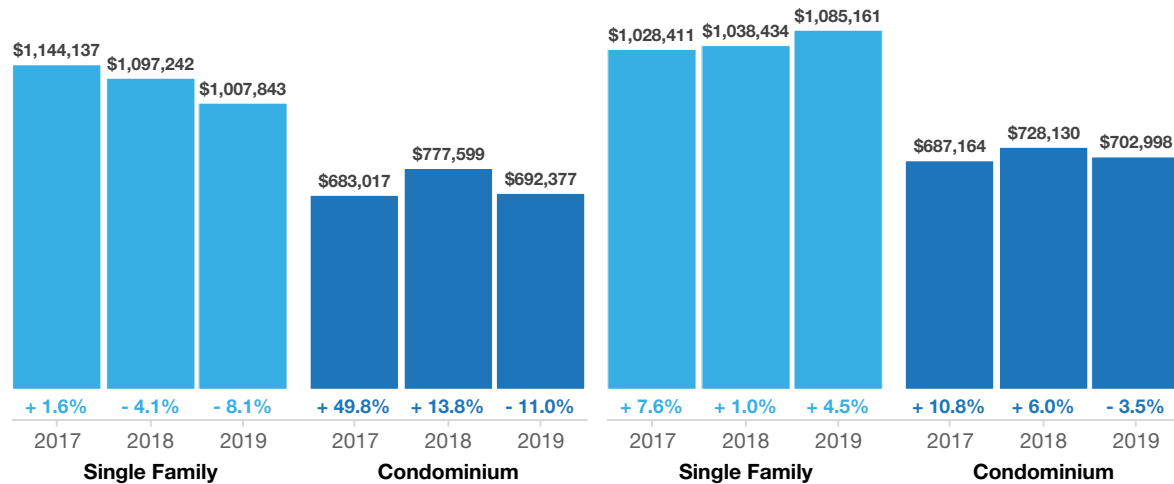


# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



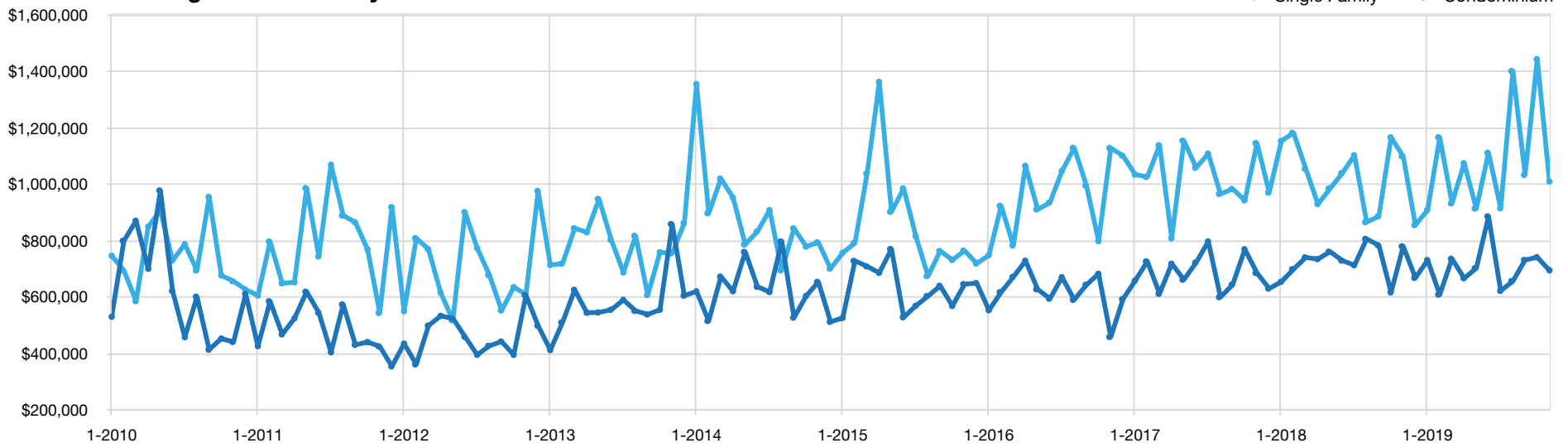
## November



| Avg. Sales Price | Single Family      | Year-Over-Year Change | Condominium      | Year-Over-Year Change |
|------------------|--------------------|-----------------------|------------------|-----------------------|
| Dec-2018         | \$853,049          | - 11.9%               | \$665,926        | + 6.1%                |
| Jan-2019         | \$906,450          | - 21.3%               | \$728,640        | + 11.8%               |
| Feb-2019         | \$1,164,686        | - 1.3%                | \$606,264        | - 13.0%               |
| Mar-2019         | \$930,529          | - 11.6%               | \$733,569        | - 0.6%                |
| Apr-2019         | \$1,072,701        | + 15.7%               | \$664,299        | - 9.3%                |
| May-2019         | \$911,981          | - 7.2%                | \$700,225        | - 7.7%                |
| Jun-2019         | \$1,109,775        | + 7.0%                | \$883,808        | + 21.6%               |
| Jul-2019         | \$912,835          | - 17.1%               | \$619,588        | - 12.8%               |
| Aug-2019         | \$1,400,132        | + 62.1%               | \$654,070        | - 18.6%               |
| Sep-2019         | \$1,031,334        | + 16.6%               | \$729,236        | - 6.6%                |
| Oct-2019         | \$1,442,323        | + 23.9%               | \$738,852        | + 20.3%               |
| <b>Nov-2019</b>  | <b>\$1,007,843</b> | <b>- 8.1%</b>         | <b>\$692,377</b> | <b>- 11.0%</b>        |
| 12-Month Avg*    | \$1,065,367        | + 3.1%                | \$700,179        | - 2.7%                |

\* Avg. Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

## Historical Average Sales Price by Month



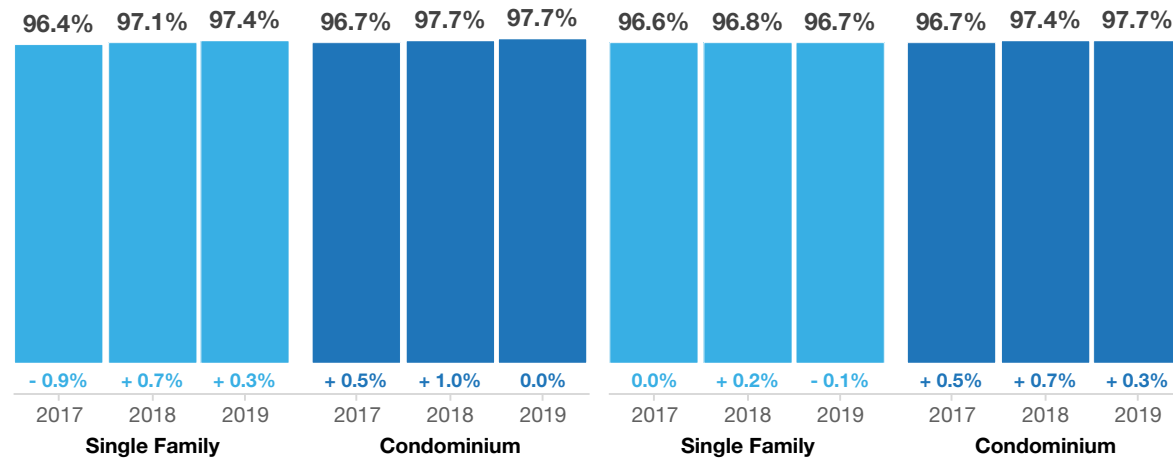
# Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November

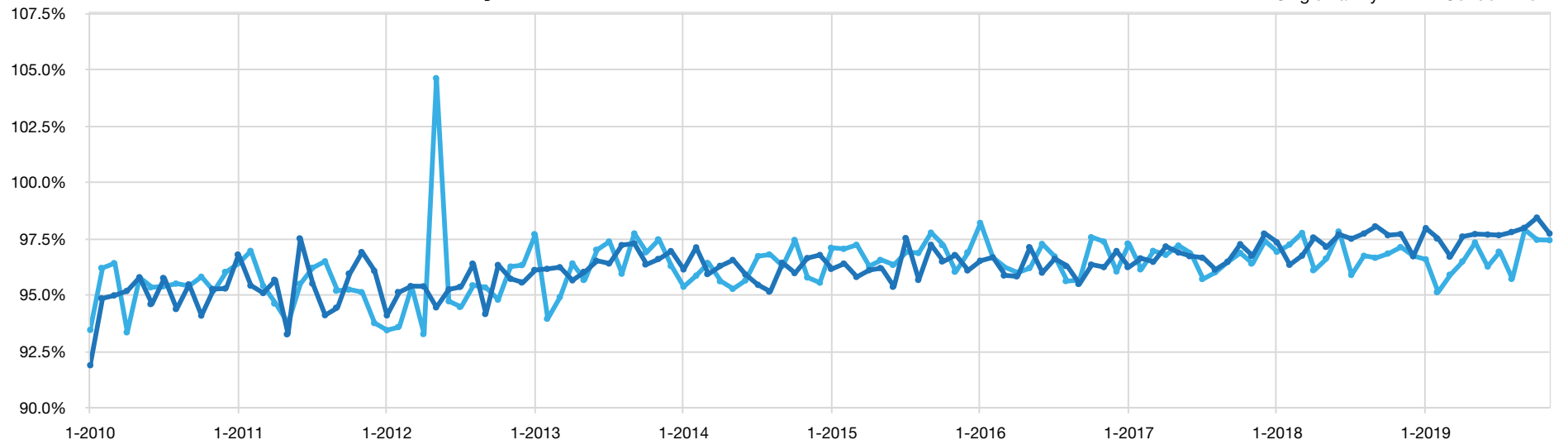
## Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condominium  | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|--------------|-----------------------|
| Dec-2018                    | 96.7%         | - 0.7%                | 96.7%        | - 1.0%                |
| Jan-2019                    | 96.6%         | - 0.3%                | 97.9%        | + 0.6%                |
| Feb-2019                    | 95.1%         | - 2.2%                | 97.5%        | + 1.2%                |
| Mar-2019                    | 95.9%         | - 1.8%                | 96.7%        | 0.0%                  |
| Apr-2019                    | 96.5%         | + 0.4%                | 97.6%        | + 0.1%                |
| May-2019                    | 97.3%         | + 0.7%                | 97.7%        | + 0.6%                |
| Jun-2019                    | 96.2%         | - 1.6%                | 97.7%        | 0.0%                  |
| Jul-2019                    | 96.9%         | + 1.0%                | 97.6%        | + 0.1%                |
| Aug-2019                    | 95.7%         | - 1.0%                | 97.8%        | + 0.1%                |
| Sep-2019                    | 97.9%         | + 1.3%                | 98.0%        | 0.0%                  |
| Oct-2019                    | 97.4%         | + 0.6%                | 98.4%        | + 0.8%                |
| <b>Nov-2019</b>             | <b>97.4%</b>  | <b>+ 0.3%</b>         | <b>97.7%</b> | <b>0.0%</b>           |
| 12-Month Avg*               | 96.7%         | - 0.2%                | 97.6%        | + 0.2%                |

\* Pct. of List Price Received for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



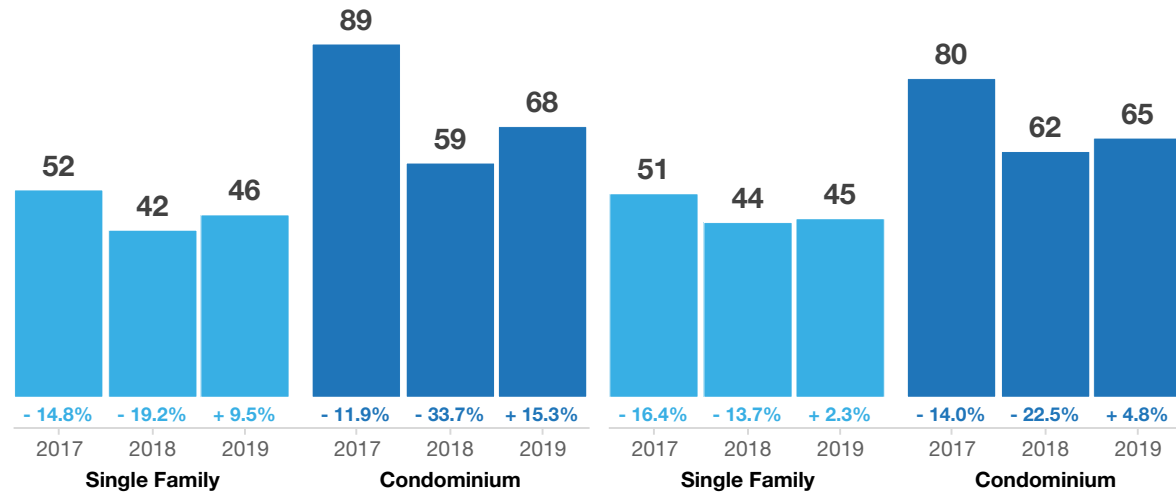
# Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



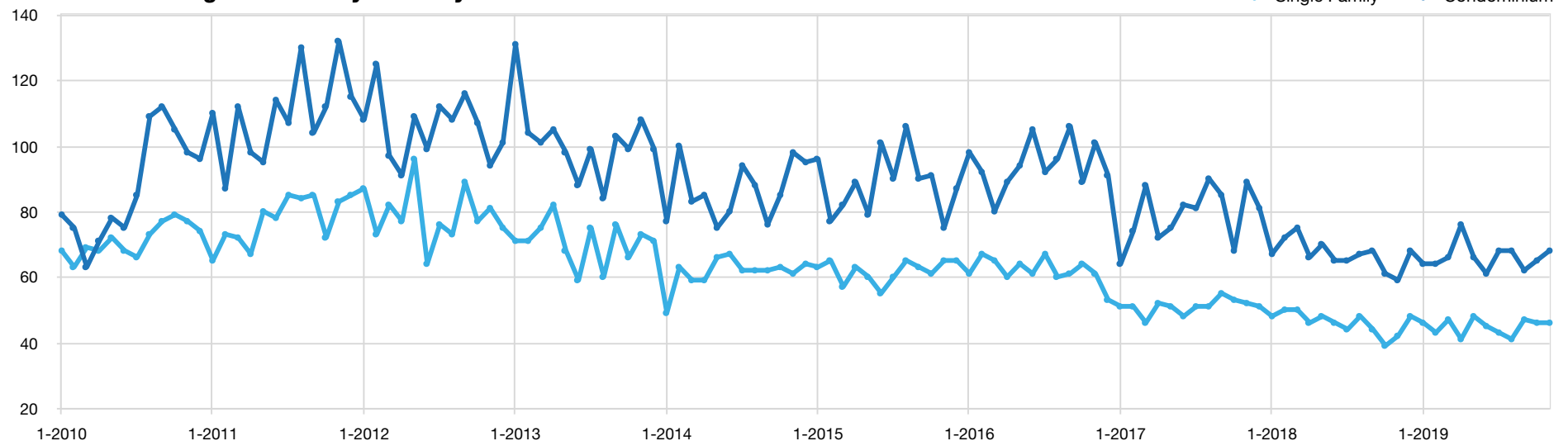
## November

## Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018            | 48            | - 5.9%                | 68          | - 16.0%               |
| Jan-2019            | 46            | - 4.2%                | 64          | - 4.5%                |
| Feb-2019            | 43            | - 14.0%               | 64          | - 11.1%               |
| Mar-2019            | 47            | - 6.0%                | 66          | - 12.0%               |
| Apr-2019            | 41            | - 10.9%               | 76          | + 15.2%               |
| May-2019            | 48            | 0.0%                  | 66          | - 5.7%                |
| Jun-2019            | 45            | - 2.2%                | 61          | - 6.2%                |
| Jul-2019            | 43            | - 2.3%                | 68          | + 4.6%                |
| Aug-2019            | 41            | - 14.6%               | 68          | + 1.5%                |
| Sep-2019            | 47            | + 6.8%                | 62          | - 8.8%                |
| Oct-2019            | 46            | + 17.9%               | 65          | + 6.6%                |
| <b>Nov-2019</b>     | <b>46</b>     | <b>+ 9.5%</b>         | <b>68</b>   | <b>+ 15.3%</b>        |
| 12-Month Avg        | 45            | - 2.2%                | 66          | - 2.9%                |

## Historical Housing Affordability Index by Month

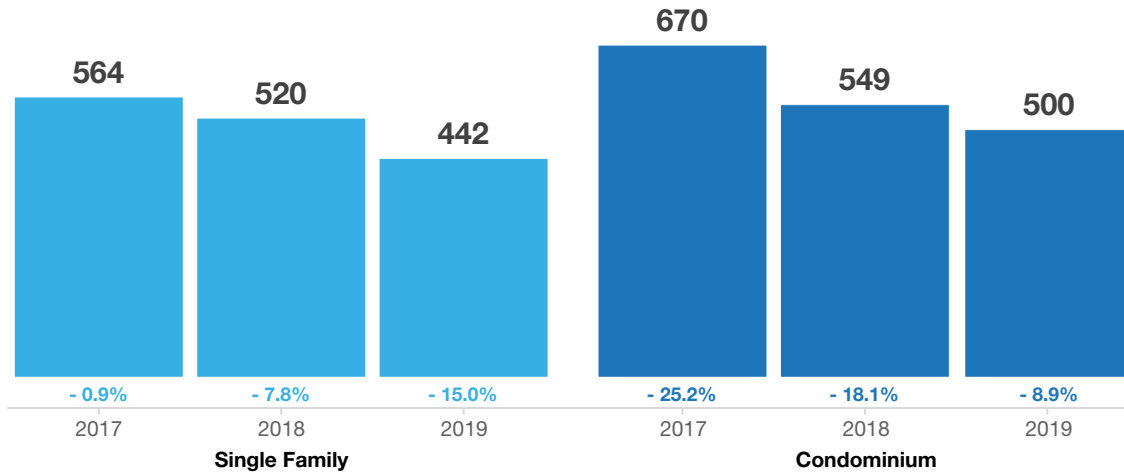


# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

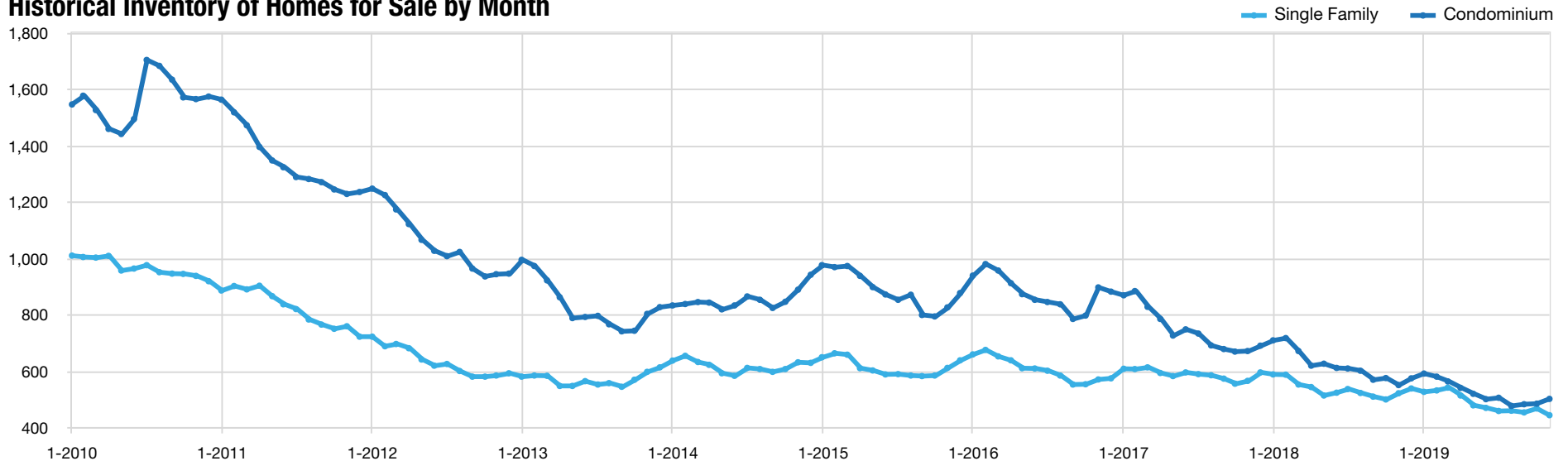


## November



| Homes for Sale  | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 537           | - 9.6%                | 573         | - 16.8%               |
| Jan-2019        | 525           | - 10.6%               | 590         | - 16.7%               |
| Feb-2019        | 530           | - 9.6%                | 579         | - 19.1%               |
| Mar-2019        | 540           | - 2.0%                | 562         | - 16.1%               |
| Apr-2019        | 512           | - 5.5%                | 539         | - 12.8%               |
| May-2019        | 477           | - 6.8%                | 518         | - 17.1%               |
| Jun-2019        | 468           | - 10.3%               | 499         | - 18.2%               |
| Jul-2019        | 457           | - 14.6%               | 504         | - 17.1%               |
| Aug-2019        | 458           | - 12.1%               | 475         | - 20.8%               |
| Sep-2019        | 452           | - 11.0%               | 481         | - 15.3%               |
| Oct-2019        | 466           | - 6.4%                | 483         | - 15.9%               |
| <b>Nov-2019</b> | <b>442</b>    | <b>- 15.0%</b>        | <b>500</b>  | <b>- 8.9%</b>         |
| 12-Month Avg    | 489           | - 9.4%                | 525         | - 16.4%               |

## Historical Inventory of Homes for Sale by Month

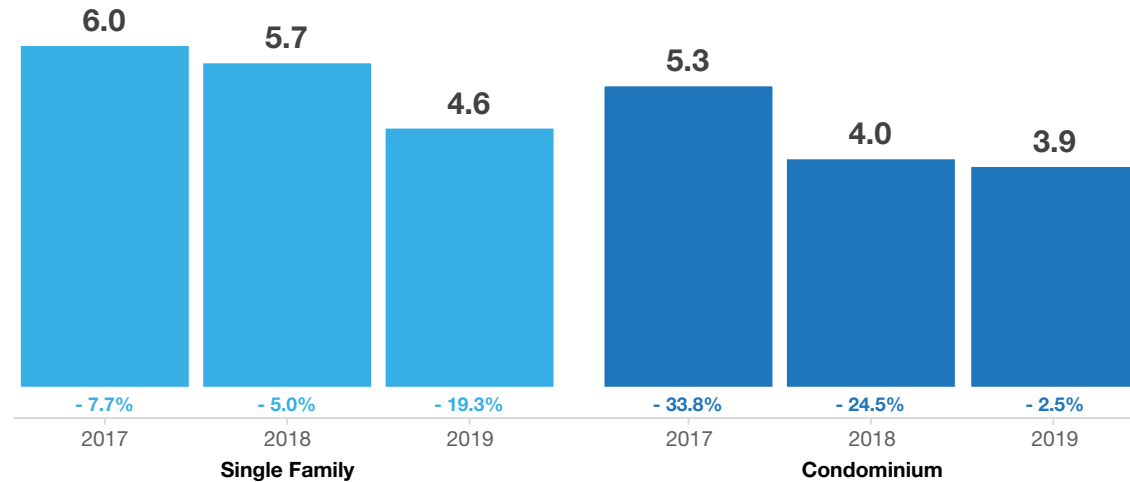


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



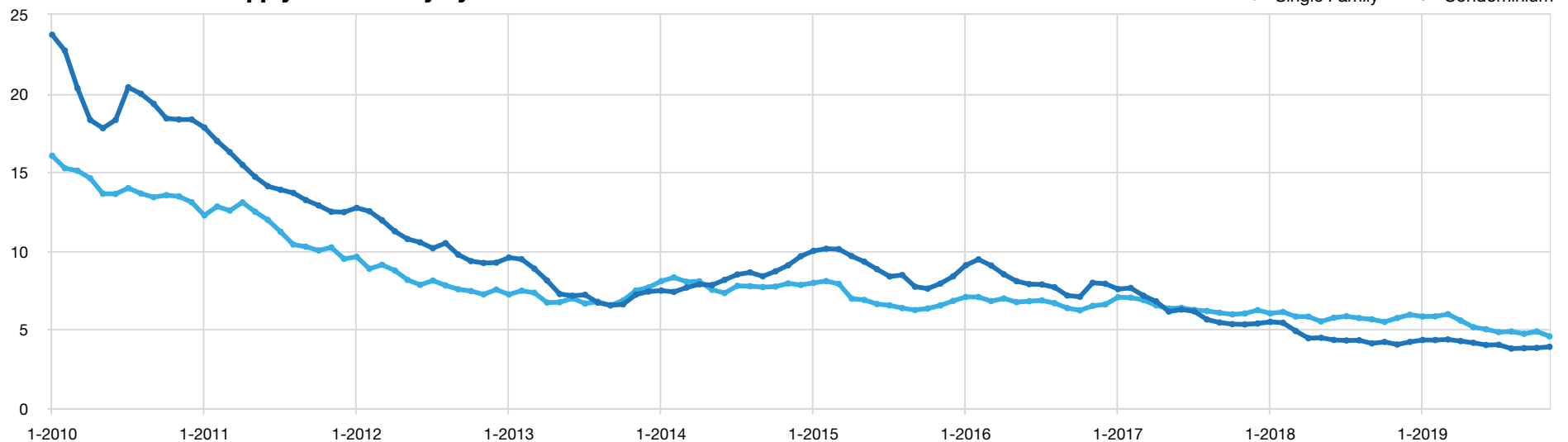
## November



| Months Supply   | Single Family | Year-Over-Year Change | Condominium | Year-Over-Year Change |
|-----------------|---------------|-----------------------|-------------|-----------------------|
| Dec-2018        | 5.9           | - 4.8%                | 4.2         | - 22.2%               |
| Jan-2019        | 5.8           | - 3.3%                | 4.3         | - 21.8%               |
| Feb-2019        | 5.8           | - 4.9%                | 4.3         | - 20.4%               |
| Mar-2019        | 6.0           | + 3.4%                | 4.4         | - 10.2%               |
| Apr-2019        | 5.6           | - 3.4%                | 4.3         | - 2.3%                |
| May-2019        | 5.1           | - 7.3%                | 4.1         | - 8.9%                |
| Jun-2019        | 5.0           | - 12.3%               | 4.0         | - 7.0%                |
| Jul-2019        | 4.8           | - 17.2%               | 4.0         | - 7.0%                |
| Aug-2019        | 4.9           | - 14.0%               | 3.8         | - 11.6%               |
| Sep-2019        | 4.7           | - 16.1%               | 3.8         | - 7.3%                |
| Oct-2019        | 4.9           | - 10.9%               | 3.8         | - 9.5%                |
| <b>Nov-2019</b> | <b>4.6</b>    | <b>- 19.3%</b>        | <b>3.9</b>  | <b>- 2.5%</b>         |
| 12-Month Avg*   | 5.3           | - 9.4%                | 4.1         | - 11.6%               |

\* Months Supply for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

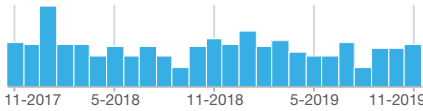
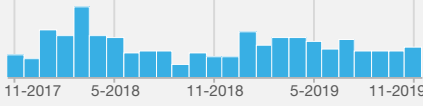
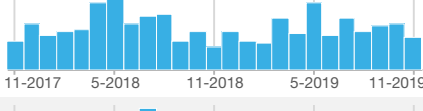
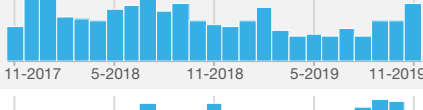
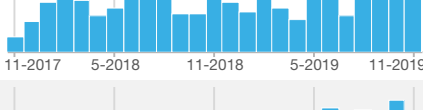
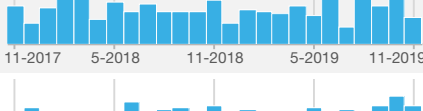
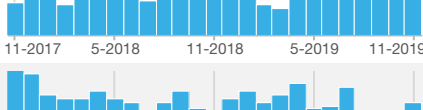
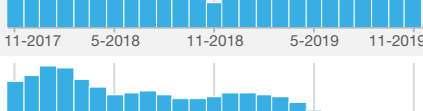
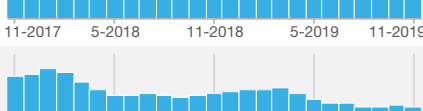
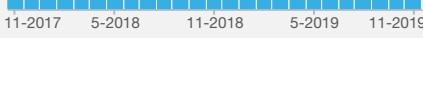
## Historical Months Supply of Inventory by Month



# All Properties Combined

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics                    | Historical Sparkbars  | 11-2018   | 11-2019   | % Change | YTD 2018  | YTD 2019  | % Change |
|--------------------------------|---|-----------|-----------|----------|-----------|-----------|----------|
| New Listings                   |    | 358       | 341       | - 4.7%   | 3,680     | 3,604     | - 2.1%   |
| Pending Sales                  |    | 206       | 235       | + 14.1%  | 2,711     | 2,682     | - 1.1%   |
| Closed Sales                   |    | 201       | 222       | + 10.4%  | 2,759     | 2,667     | - 3.3%   |
| Days on Market Until Sale      |    | 139       | 163       | + 17.3%  | 157       | 139       | - 11.5%  |
| Median Sales Price             |    | \$665,000 | \$627,000 | - 5.7%   | \$615,000 | \$631,500 | + 2.7%   |
| Average Sales Price            |   | \$891,732 | \$784,727 | - 12.0%  | \$847,666 | \$864,613 | + 2.0%   |
| Percent of List Price Received |  | 97.5%     | 97.5%     | 0.0%     | 97.0%     | 97.1%     | + 0.1%   |
| Housing Affordability Index    |  | 47        | 54        | + 14.9%  | 51        | 53        | + 3.9%   |
| Inventory of Homes for Sale    |  | 1,423     | 1,264     | - 11.2%  | —         | —         | —        |
| Months Supply of Inventory     |  | 5.9       | 5.2       | - 11.9%  | —         | —         | —        |

# Single Family Monthly Sales Volume

November 2019



| Area Name                 | November 2019 |                     |                    | October 2019 |                      |                    | November 2018 |                     |                    |
|---------------------------|---------------|---------------------|--------------------|--------------|----------------------|--------------------|---------------|---------------------|--------------------|
|                           | Units         | Dollar Volume       | Median Sales Price | Units        | Dollar Volume        | Median Sales Price | Units         | Dollar Volume       | Median Sales Price |
| Haiku                     | 11            | \$12,463,000        | \$775,000          | 5            | \$7,045,000          | \$1,425,000        | 8             | \$7,417,751         | \$920,000          |
| Hana                      | 0             | --                  | --                 | 0            | --                   | --                 | 1             | \$1,450,000         | \$1,450,000        |
| Honokohau                 | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Kaanapali                 | 1             | \$3,250,000         | \$3,250,000        | 4            | \$9,114,100          | \$2,255,000        | 4             | \$8,725,000         | \$2,130,000        |
| Kahakuloa                 | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Kahului                   | 8             | \$5,320,000         | \$662,000          | 16           | \$11,227,400         | \$672,000          | 9             | \$5,556,000         | \$575,000          |
| Kapalua                   | 1             | \$2,550,000         | \$2,550,000        | 1            | \$6,000,000          | \$6,000,000        | 0             | --                  | --                 |
| Kaupo                     | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Keanae                    | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Kihei                     | 10            | \$10,198,900        | \$922,500          | 14           | \$12,755,000         | \$752,500          | 12            | \$14,662,000        | \$781,500          |
| Kipahulu                  | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 3             | \$4,135,000         | \$900,000          | 8            | \$7,708,000          | \$969,500          | 3             | \$4,900,000         | \$1,675,000        |
| Lahaina                   | 2             | \$1,693,000         | \$846,500          | 5            | \$7,834,000          | \$703,000          | 2             | \$4,675,000         | \$2,337,500        |
| Maalaea                   | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Makawao/Olinda/Haliimaile | 8             | \$6,290,808         | \$712,500          | 8            | \$7,313,000          | \$757,000          | 3             | \$3,671,000         | \$636,000          |
| Maui Meadows              | 0             | --                  | --                 | 4            | \$4,701,000          | \$1,187,500        | 0             | --                  | --                 |
| Nahiku                    | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Napili/Kahana/Honokowai   | 0             | --                  | --                 | 3            | \$8,109,999          | \$999,999          | 1             | \$875,000           | \$875,000          |
| Olowalu                   | 0             | --                  | --                 | 0            | --                   | --                 | 0             | --                  | --                 |
| Pukalani                  | 4             | \$3,735,000         | \$717,500          | 2            | \$1,697,000          | \$848,500          | 3             | \$2,175,000         | \$700,000          |
| Spreckelsville/Paia/Kuau  | 2             | \$5,250,000         | \$2,625,000        | 1            | \$689,000            | \$689,000          | 1             | \$913,437           | \$913,437          |
| Wailea/Makena             | 2             | \$3,640,000         | \$1,820,000        | 6            | \$48,292,275         | \$9,551,176        | 3             | \$10,500,000        | \$2,100,000        |
| Wailuku                   | 17            | \$11,839,130        | \$699,000          | 24           | \$16,358,850         | \$671,395          | 23            | \$16,355,190        | \$717,490          |
| Lanai                     | 0             | --                  | --                 | 1            | \$350,000            | \$350,000          | 2             | \$1,365,000         | \$682,500          |
| Molokai                   | 2             | \$1,192,000         | \$596,000          | 2            | \$807,000            | \$403,500          | 1             | \$150,000           | \$150,000          |
| <b>All MLS</b>            | <b>71</b>     | <b>\$71,556,838</b> | <b>\$730,000</b>   | <b>104</b>   | <b>\$150,001,624</b> | <b>\$732,000</b>   | <b>76</b>     | <b>\$83,390,378</b> | <b>\$740,398</b>   |

# Condominium Monthly Sales Volume

November 2019



| Area Name                 | November 2019 |                     |                    | October 2019 |                     |                    | November 2018 |                     |                    |
|---------------------------|---------------|---------------------|--------------------|--------------|---------------------|--------------------|---------------|---------------------|--------------------|
|                           | Units         | Dollar Volume       | Median Sales Price | Units        | Dollar Volume       | Median Sales Price | Units         | Dollar Volume       | Median Sales Price |
| Haiku                     | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Hana                      | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Honokohau                 | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Kaanapali                 | 26            | \$35,614,500        | \$1,022,500        | 23           | \$35,330,000        | \$1,890,000        | 9             | \$18,428,000        | \$1,500,000        |
| Kahakuloa                 | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Kahului                   | 3             | \$423,000           | \$135,000          | 3            | \$367,000           | \$112,000          | 3             | \$472,500           | \$140,000          |
| Kapalua                   | 3             | \$3,434,500         | \$1,075,000        | 1            | \$2,850,000         | \$2,850,000        | 2             | \$1,780,000         | \$890,000          |
| Kaupo                     | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Keanae                    | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Kihei                     | 56            | \$28,089,300        | \$455,000          | 50           | \$30,212,302        | \$501,000          | 52            | \$27,745,388        | \$414,500          |
| Kipahulu                  | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Kula/Ulupalakua/Kanaio    | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Lahaina                   | 15            | \$7,694,024         | \$466,852          | 7            | \$4,468,742         | \$690,966          | 7             | \$4,231,465         | \$670,000          |
| Maalaea                   | 0             | --                  | --                 | 4            | \$2,137,000         | \$543,500          | 2             | \$965,250           | \$482,625          |
| Makawao/Olinda/Haliimaile | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Maui Meadows              | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Nahiku                    | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Napili/Kahana/Honokowai   | 21            | \$8,856,500         | \$399,000          | 26           | \$12,717,740        | \$473,800          | 15            | \$8,079,000         | \$515,000          |
| Olowalu                   | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Pukalani                  | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Spreckelsville/Paia/Kuau  | 0             | --                  | --                 | 0            | --                  | --                 | 0             | --                  | --                 |
| Wailea/Makena             | 9             | \$10,004,000        | \$1,075,000        | 3            | \$4,265,000         | \$1,520,000        | 13            | \$22,445,800        | \$1,288,800        |
| Wailuku                   | 6             | \$2,687,000         | \$448,000          | 16           | \$5,919,500         | \$365,000          | 13            | \$5,493,595         | \$480,000          |
| Lanai                     | 0             | --                  | --                 | 0            | --                  | --                 | 2             | \$3,250,000         | \$1,625,000        |
| Molokai                   | 1             | \$130,000           | \$130,000          | 0            | --                  | --                 | 2             | \$420,900           | \$210,450          |
| <b>All MLS</b>            | <b>140</b>    | <b>\$96,932,824</b> | <b>\$497,550</b>   | <b>133</b>   | <b>\$98,267,284</b> | <b>\$521,600</b>   | <b>120</b>    | <b>\$93,311,898</b> | <b>\$528,650</b>   |



# Land Monthly Sales Volume

November 2019



| Area Name                 | November 2019 |                    |                    | October 2019 |                     |                    | November 2018 |                    |                    |
|---------------------------|---------------|--------------------|--------------------|--------------|---------------------|--------------------|---------------|--------------------|--------------------|
|                           | Units         | Dollar Volume      | Median Sales Price | Units        | Dollar Volume       | Median Sales Price | Units         | Dollar Volume      | Median Sales Price |
| Haiku                     | 4             | \$2,110,000        | \$460,000          | 3            | \$1,666,000         | \$650,000          | 2             | \$1,150,000        | \$575,000          |
| Hana                      | 4             | \$1,745,000        | \$400,000          | 0            | --                  | --                 | 0             | --                 | --                 |
| Honokohau                 | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kaanapali                 | 0             | --                 | --                 | 2            | \$1,055,000         | \$527,500          | 0             | --                 | --                 |
| Kahakuloa                 | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kahului                   | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kapalua                   | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kaupo                     | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Keanae                    | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kihei                     | 1             | \$900,000          | \$900,000          | 0            | --                  | --                 | 0             | --                 | --                 |
| Kipahulu                  | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Kula/Ulupalakua/Kanaio    | 0             | --                 | --                 | 4            | \$4,874,000         | \$697,000          | 1             | \$878,850          | \$878,850          |
| Lahaina                   | 1             | \$400,000          | --                 | 1            | \$725,000           | \$725,000          | 0             | --                 | --                 |
| Maalaea                   | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Makawao/Olinda/Haliimaile | 1             | \$180,000          | \$180,000          | 0            | --                  | --                 | 2             | \$507,000          | \$253,500          |
| Maui Meadows              | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Nahiku                    | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Napili/Kahana/Honokowai   | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Olowalu                   | 0             | --                 | --                 | 1            | \$525,000           | \$525,000          | 0             | --                 | --                 |
| Pukalani                  | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Spreckelsville/Paia/Kuau  | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Wailea/Makena             | 0             | --                 | --                 | 2            | \$8,825,000         | \$4,412,500        | 0             | --                 | --                 |
| Wailuku                   | 0             | --                 | --                 | 2            | \$1,015,000         | \$507,500          | 0             | --                 | --                 |
| Lanai                     | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| Molokai                   | 0             | --                 | --                 | 0            | --                  | --                 | 0             | --                 | --                 |
| <b>All MLS</b>            | <b>11</b>     | <b>\$5,335,000</b> | <b>\$400,000</b>   | <b>15</b>    | <b>\$18,685,000</b> | <b>\$600,000</b>   | <b>5</b>      | <b>\$2,535,850</b> | <b>\$465,000</b>   |

# Single Family Sales – Year to Date

November 2019 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Nov-19<br>YTD<br>Sales | Nov-18<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Nov-19<br>YTD Average | Nov-18<br>YTD Average | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Median | Nov-18<br>YTD Median | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Volume | Nov-18<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 88                     | 88                     | 0              | 0.0%              | \$1,004,260           | \$962,685             | +\$41,575        | +4.3%             | \$814,000            | \$842,500            | -\$28,500        | -3.4%             | \$88,374,888         | \$84,716,251         | +\$3,658,637     | +4.3%             |
| Hana                      | 7                      | 20                     | -13            | -65.0%            | \$1,112,382           | \$1,019,245           | +\$93,138        | +9.1%             | \$786,677            | \$762,500            | +\$24,177        | +3.2%             | \$7,786,677          | \$20,384,890         | -\$12,598,213    | -61.8%            |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 23                     | 35                     | -12            | -34.3%            | \$2,098,121           | \$2,081,577           | +\$16,543        | +0.8%             | \$1,599,000          | \$1,775,000          | -\$176,000       | -9.9%             | \$48,256,772         | \$72,855,202         | -\$24,598,430    | -33.8%            |
| Kahakuloa                 | 1                      | 2                      | -1             | -50.0%            | \$695,000             | \$875,000             | -\$180,000       | -20.6%            | \$695,000            | \$875,000            | -\$180,000       | -20.6%            | \$695,000            | \$1,750,000          | -\$1,055,000     | -60.3%            |
| Kahului                   | 117                    | 126                    | -9             | -7.1%             | \$673,005             | \$677,071             | -\$4,067         | -0.6%             | \$665,000            | \$679,000            | -\$14,000        | -2.1%             | \$78,741,550         | \$85,310,990         | -\$6,569,440     | -7.7%             |
| Kapalua                   | 19                     | 8                      | +11            | +137.5%           | \$2,555,475           | \$3,867,913           | -\$1,312,438     | -33.9%            | \$2,550,000          | \$2,840,000          | -\$290,000       | -10.2%            | \$48,554,020         | \$30,943,300         | +\$17,610,720    | +56.9%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 151                    | 159                    | -8             | -5.0%             | \$978,887             | \$1,120,289           | -\$141,402       | -12.6%            | \$795,000            | \$695,000            | +\$100,000       | +14.4%            | \$147,811,973        | \$178,125,953        | -\$30,313,980    | -17.0%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 67                     | 64                     | +3             | +4.7%             | \$1,098,506           | \$1,112,868           | -\$14,361        | -1.3%             | \$1,020,000          | \$951,250            | +\$68,750        | +7.2%             | \$73,599,935         | \$71,223,520         | +\$2,376,415     | +3.3%             |
| Lahaina                   | 56                     | 50                     | +6             | +12.0%            | \$1,456,179           | \$1,782,236           | -\$326,057       | -18.3%            | \$844,500            | \$855,500            | -\$11,000        | -1.3%             | \$81,545,999         | \$89,111,800         | -\$7,565,801     | -8.5%             |
| Maalaea                   | 0                      | 1                      | -1             | -100.0%           | --                    | \$2,000,000           | --               | --                | --                   | \$2,000,000          | --               | --                | \$0                  | \$2,000,000          | -\$2,000,000     | -100.0%           |
| Makawao/Olinda/Haliimaile | 74                     | 52                     | +22            | +42.3%            | \$853,303             | \$753,568             | +\$99,734        | +13.2%            | \$700,500            | \$642,250            | +\$58,250        | +9.1%             | \$63,144,385         | \$39,185,557         | +\$23,958,828    | +61.1%            |
| Maui Meadows              | 21                     | 27                     | -6             | -22.2%            | \$1,371,667           | \$1,210,726           | +\$160,941       | +13.3%            | \$1,350,000          | \$1,329,000          | +\$21,000        | +1.6%             | \$28,805,000         | \$32,689,600         | -\$3,884,600     | -11.9%            |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 30                     | 28                     | +2             | +7.1%             | \$1,433,681           | \$1,035,964           | +\$397,717       | +38.4%            | \$955,000            | \$924,000            | +\$31,000        | +3.4%             | \$43,010,430         | \$29,007,000         | +\$14,003,430    | +48.3%            |
| Olowalu                   | 0                      | 1                      | -1             | -100.0%           | --                    | \$1,360,000           | --               | --                | --                   | \$1,360,000          | --               | --                | \$0                  | \$1,360,000          | -\$1,360,000     | -100.0%           |
| Pukalani                  | 57                     | 36                     | +21            | +58.3%            | \$765,450             | \$771,936             | -\$6,486         | -0.8%             | \$705,000            | \$720,000            | -\$15,000        | -2.1%             | \$43,630,650         | \$27,789,700         | +\$15,840,950    | +57.0%            |
| Spreckelsville/Paia/Kuau  | 16                     | 23                     | -7             | -30.4%            | \$1,891,195           | \$1,214,427           | +\$676,769       | +55.7%            | \$1,411,563          | \$800,000            | +\$611,563       | +76.4%            | \$30,259,125         | \$27,931,812         | +\$2,327,313     | +8.3%             |
| Wailea/Makena             | 32                     | 32                     | 0              | 0.0%              | \$4,831,260           | \$3,247,906           | +\$1,583,354     | +48.7%            | \$2,500,000          | \$1,797,750          | +\$702,250       | +39.1%            | \$154,600,322        | \$103,933,000        | +\$50,667,322    | +48.7%            |
| Wailuku                   | 222                    | 244                    | -22            | -9.0%             | \$675,295             | \$660,616             | +\$14,679        | +2.2%             | \$674,500            | \$656,145            | +\$18,355        | +2.8%             | \$149,915,454        | \$161,190,364        | -\$11,274,910    | -7.0%             |
| Lanai                     | 9                      | 20                     | -11            | -55.0%            | \$560,889             | \$552,900             | +\$7,989         | +1.4%             | \$450,000            | \$467,500            | -\$17,500        | -3.7%             | \$5,048,000          | \$11,058,000         | -\$6,010,000     | -54.3%            |
| Molokai                   | 29                     | 28                     | +1             | +3.6%             | \$413,759             | \$484,229             | -\$70,471        | -14.6%            | \$330,000            | \$314,950            | +\$15,050        | +4.8%             | \$11,999,000         | \$13,558,424         | -\$1,559,424     | -11.5%            |
| All MLS                   | 1,019                  | 1,044                  | -25            | -2.4%             | \$1,085,161           | \$1,038,434           | +\$46,727        | +4.5%             | \$743,000            | \$712,175            | +\$30,825        | +4.3%             | \$1,105,779,180      | \$1,084,125,363      | +\$21,653,817    | +2.0%             |

# Total Condominium Sales – Year to Date

November 2019 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Nov-19<br>YTD<br>Sales | Nov-18<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Nov-19<br>YTD Average | Nov-18<br>YTD Average | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Median | Nov-18<br>YTD Median | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Volume | Nov-18<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 158                    | 159                    | -1             | -0.6%             | \$1,218,151           | \$1,081,197           | +\$136,954       | +12.7%            | \$950,000            | \$800,000            | +\$150,000       | +18.8%            | \$192,467,916        | \$171,910,387        | +\$20,557,529    | +12.0%            |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kahului                   | 29                     | 30                     | -1             | -3.3%             | \$167,181             | \$156,950             | +\$10,231        | +6.5%             | \$135,000            | \$125,000            | +\$10,000        | +8.0%             | \$4,848,250          | \$4,708,500          | +\$139,750       | +3.0%             |
| Kapalua                   | 55                     | 42                     | +13            | +31.0%            | \$2,046,964           | \$2,049,929           | -\$2,966         | -0.1%             | \$1,050,000          | \$1,015,625          | +\$34,375        | +3.4%             | \$112,583,000        | \$86,097,038         | +\$26,485,962    | +30.8%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 601                    | 567                    | +34            | +6.0%             | \$525,261             | \$490,545             | +\$34,717        | +7.1%             | \$450,000            | \$410,000            | +\$40,000        | +9.8%             | \$315,682,112        | \$278,138,788        | +\$37,543,324    | +13.5%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lahaina                   | 104                    | 82                     | +22            | +26.8%            | \$553,619             | \$642,665             | -\$89,046        | -13.9%            | \$548,750            | \$525,750            | +\$23,000        | +4.4%             | \$57,576,392         | \$52,698,554         | +\$4,877,838     | +9.3%             |
| Maalaea                   | 28                     | 43                     | -15            | -34.9%            | \$478,411             | \$448,934             | +\$29,477        | +6.6%             | \$486,500            | \$430,000            | +\$56,500        | +13.1%            | \$13,395,500         | \$19,304,150         | -\$5,908,650     | -30.6%            |
| Makawao/Olinda/Haliimaile | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Maui Meadows              | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 240                    | 230                    | +10            | +4.3%             | \$456,749             | \$486,898             | -\$30,150        | -6.2%             | \$453,750            | \$442,500            | +\$11,250        | +2.5%             | \$109,619,679        | \$111,986,644        | -\$2,366,965     | -2.1%             |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Pukalani                  | 6                      | 6                      | 0              | 0.0%              | \$630,833             | \$631,000             | -\$167           | -0.0%             | \$620,000            | \$603,000            | +\$17,000        | +2.8%             | \$3,785,000          | \$3,786,000          | -\$1,000         | -0.0%             |
| Spreckelsville/Paia/Kuau  | 3                      | 4                      | -1             | -25.0%            | \$413,667             | \$369,000             | +\$44,667        | +12.1%            | \$370,000            | \$373,500            | -\$3,500         | -0.9%             | \$1,241,000          | \$1,476,000          | -\$235,000       | -15.9%            |
| Wailea/Makena             | 122                    | 206                    | -84            | -40.8%            | \$1,442,783           | \$1,545,116           | -\$102,333       | -6.6%             | \$1,212,500          | \$1,165,000          | +\$47,500        | +4.1%             | \$176,019,501        | \$318,293,895        | -\$142,274,394   | -44.7%            |
| Wailuku                   | 118                    | 147                    | -29            | -19.7%            | \$426,039             | \$398,749             | +\$27,290        | +6.8%             | \$416,500            | \$438,750            | -\$22,250        | -5.1%             | \$50,272,645         | \$58,616,107         | -\$8,343,462     | -14.2%            |
| Lanai                     | 3                      | 4                      | -1             | -25.0%            | \$691,000             | \$2,050,000           | -\$1,359,000     | -66.3%            | \$193,000            | \$1,625,000          | -\$1,432,000     | -88.1%            | \$2,073,000          | \$8,200,000          | -\$6,127,000     | -74.7%            |
| Molokai                   | 15                     | 15                     | 0              | 0.0%              | \$151,977             | \$164,233             | -\$12,256        | -7.5%             | \$135,000            | \$158,000            | -\$23,000        | -14.6%            | \$2,279,655          | \$2,463,500          | -\$183,845       | -7.5%             |
| All MLS                   | 1,482                  | 1,535                  | -53            | -3.5%             | \$702,998             | \$728,130             | -\$25,132        | -3.5%             | \$515,500            | \$500,000            | +\$15,500        | +3.1%             | \$1,041,843,650      | \$1,117,679,563      | -\$75,835,913    | -6.8%             |

# Fee Simple Condominium Sales – Year to Date

November 2019 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Nov-19<br>YTD<br>Sales | Nov-18<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Nov-19<br>YTD Average | Nov-18<br>YTD Average | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Median | Nov-18<br>YTD Median | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Volume | Nov-18<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 145                    | 142                    | +3             | +2.1%             | \$1,290,996           | \$1,170,629           | +\$120,366       | +10.3%            | \$1,000,000          | \$862,500            | +\$137,500       | +15.9%            | \$187,194,416        | \$166,229,387        | +\$20,965,029    | +12.6%            |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kahului                   | 29                     | 30                     | -1             | -3.3%             | \$167,181             | \$156,950             | +\$10,231        | +6.5%             | \$135,000            | \$125,000            | +\$10,000        | +8.0%             | \$4,848,250          | \$4,708,500          | +\$139,750       | +3.0%             |
| Kapalua                   | 55                     | 42                     | +13            | +31.0%            | \$2,046,964           | \$2,049,929           | -\$2,966         | -0.1%             | \$1,050,000          | \$1,015,625          | +\$34,375        | +3.4%             | \$112,583,000        | \$86,097,038         | +\$26,485,962    | +30.8%            |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 595                    | 560                    | +35            | +6.3%             | \$526,120             | \$491,460             | +\$34,660        | +7.1%             | \$450,000            | \$410,000            | +\$40,000        | +9.8%             | \$313,041,212        | \$275,217,488        | +\$37,823,724    | +13.7%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lahaina                   | 102                    | 76                     | +26            | +34.2%            | \$560,435             | \$680,453             | -\$120,018       | -17.6%            | \$554,750            | \$540,000            | +\$14,750        | +2.7%             | \$57,164,392         | \$51,714,428         | +\$5,449,964     | +10.5%            |
| Maalaea                   | 17                     | 30                     | -13            | -43.3%            | \$513,853             | \$520,333             | -\$6,480         | -1.2%             | \$532,000            | \$541,250            | -\$9,250         | -1.7%             | \$8,735,500          | \$15,610,000         | -\$6,874,500     | -44.0%            |
| Makawao/Olinda/Haliimaile | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Maui Meadows              | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 210                    | 201                    | +9             | +4.5%             | \$495,200             | \$507,309             | -\$12,109        | -2.4%             | \$475,000            | \$465,000            | +\$10,000        | +2.2%             | \$103,992,030        | \$101,969,039        | +\$2,022,991     | +2.0%             |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Pukalani                  | 6                      | 6                      | 0              | 0.0%              | \$630,833             | \$631,000             | -\$167           | -0.0%             | \$620,000            | \$603,000            | +\$17,000        | +2.8%             | \$3,785,000          | \$3,786,000          | -\$1,000         | -0.0%             |
| Spreckelsville/Paia/Kuau  | 3                      | 4                      | -1             | -25.0%            | \$413,667             | \$369,000             | +\$44,667        | +12.1%            | \$370,000            | \$373,500            | -\$3,500         | -0.9%             | \$1,241,000          | \$1,476,000          | -\$235,000       | -15.9%            |
| Wailea/Makena             | 122                    | 206                    | -84            | -40.8%            | \$1,442,783           | \$1,545,116           | -\$102,333       | -6.6%             | \$1,212,500          | \$1,165,000          | +\$47,500        | +4.1%             | \$176,019,501        | \$318,293,895        | -\$142,274,394   | -44.7%            |
| Wailuku                   | 118                    | 147                    | -29            | -19.7%            | \$426,039             | \$398,749             | +\$27,290        | +6.8%             | \$416,500            | \$438,750            | -\$22,250        | -5.1%             | \$50,272,645         | \$58,616,107         | -\$8,343,462     | -14.2%            |
| Lanai                     | 3                      | 4                      | -1             | -25.0%            | \$691,000             | \$2,050,000           | -\$1,359,000     | -66.3%            | \$193,000            | \$1,625,000          | -\$1,432,000     | -88.1%            | \$2,073,000          | \$8,200,000          | -\$6,127,000     | -74.7%            |
| Molokai                   | 14                     | 14                     | 0              | 0.0%              | \$158,075             | \$172,107             | -\$14,032        | -8.2%             | \$142,500            | \$159,000            | -\$16,500        | -10.4%            | \$2,213,055          | \$2,409,500          | -\$196,445       | -8.2%             |
| All MLS                   | 1,419                  | 1,462                  | -43            | -2.9%             | \$721,045             | \$748,514             | -\$27,469        | -3.7%             | \$525,000            | \$509,163            | +\$15,838        | +3.1%             | \$1,023,163,001      | \$1,094,327,382      | -\$71,164,381    | -6.5%             |

# Leasehold Condominium Sales – Year to Date

November 2019 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Nov-19<br>YTD<br>Sales | Nov-18<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Nov-19<br>YTD Average | Nov-18<br>YTD Average | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Median | Nov-18<br>YTD Median | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Volume | Nov-18<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Hana                      | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 13                     | 17                     | -4             | -23.5%            | \$405,654             | \$334,176             | +\$71,477        | +21.4%            | \$340,000            | \$265,000            | +\$75,000        | +28.3%            | \$5,273,500          | \$5,681,000          | -\$407,500       | -7.2%             |
| Kahakuloa                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kahului                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kapalua                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaupo                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 6                      | 7                      | -1             | -14.3%            | \$440,150             | \$417,329             | +\$22,821        | +5.5%             | \$480,950            | \$472,000            | +\$8,950         | +1.9%             | \$2,640,900          | \$2,921,300          | -\$280,400       | -9.6%             |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lahaina                   | 2                      | 6                      | -4             | -66.7%            | \$206,000             | \$164,021             | +\$41,979        | +25.6%            | \$206,000            | \$164,313            | +\$41,687        | +25.4%            | \$412,000            | \$984,126            | -\$572,126       | -58.1%            |
| Maalaea                   | 11                     | 13                     | -2             | -15.4%            | \$423,636             | \$284,165             | +\$139,471       | +49.1%            | \$463,000            | \$265,000            | +\$198,000       | +74.7%            | \$4,660,000          | \$3,694,150          | +\$965,850       | +26.1%            |
| Makawao/Olinda/Haliimaile | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Maui Meadows              | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Nahiku                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Napili/Kahana/Honokowai   | 30                     | 29                     | +1             | +3.4%             | \$187,588             | \$345,435             | -\$157,846       | -45.7%            | \$143,500            | \$150,000            | -\$6,500         | -4.3%             | \$5,627,649          | \$10,017,605         | -\$4,389,956     | -43.8%            |
| Olowalu                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Pukalani                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Spreckelsville/Paia/Kuau  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Wailea/Makena             | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Wailuku                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Lanai                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Molokai                   | 1                      | 1                      | 0              | 0.0%              | \$66,600              | \$54,000              | +\$12,600        | +23.3%            | \$66,600             | \$54,000             | +\$12,600        | +23.3%            | \$66,600             | \$54,000             | +\$12,600        | +23.3%            |
| All MLS                   | 63                     | 73                     | -10            | -13.7%            | \$296,518             | \$319,893             | -\$23,375        | -7.3%             | \$255,000            | \$240,000            | +\$15,000        | +6.3%             | \$18,680,649         | \$23,352,181         | -\$4,671,532     | -20.0%            |

# Land Sales – Year to Date

November 2019 YTD



| Area Name                 | Number of Sales        |                        |                |                   | Average Sales Price   |                       |                  |                   | Median Sales Price   |                      |                  |                   | Total Dollar Volume  |                      |                  |                   |
|---------------------------|------------------------|------------------------|----------------|-------------------|-----------------------|-----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|----------------------|----------------------|------------------|-------------------|
|                           | Nov-19<br>YTD<br>Sales | Nov-18<br>YTD<br>Sales | Unit<br>Change | Percent<br>Change | Nov-19<br>YTD Average | Nov-18<br>YTD Average | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Median | Nov-18<br>YTD Median | Dollar<br>Change | Percent<br>Change | Nov-19<br>YTD Volume | Nov-18<br>YTD Volume | Dollar<br>Change | Percent<br>Change |
| Haiku                     | 36                     | 48                     | -12            | -25.0%            | \$469,997             | \$575,553             | -\$105,557       | -18.3%            | \$458,000            | \$475,000            | -\$17,000        | -3.6%             | \$16,919,875         | \$27,626,550         | -\$10,706,675    | -38.8%            |
| Hana                      | 11                     | 8                      | +3             | +37.5%            | \$637,455             | \$460,000             | +\$177,455       | +38.6%            | \$610,000            | \$467,500            | +\$142,500       | +30.5%            | \$7,012,000          | \$3,680,000          | +\$3,332,000     | +90.5%            |
| Honokohau                 | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kaanapali                 | 9                      | 7                      | +2             | +28.6%            | \$702,500             | \$722,962             | -\$20,462        | -2.8%             | \$695,000            | \$812,250            | -\$117,250       | -14.4%            | \$6,322,500          | \$5,060,731          | +\$1,261,769     | +24.9%            |
| Kahakuloa                 | 1                      | 0                      | +1             | --                | \$360,000             | --                    | --               | --                | \$360,000            | --                   | --               | --                | \$360,000            | \$0                  | +\$360,000       | --                |
| Kahului                   | 0                      | 2                      | -2             | -100.0%           | --                    | \$1,583,750           | --               | --                | --                   | \$1,583,750          | --               | --                | \$0                  | \$3,167,500          | -\$3,167,500     | -100.0%           |
| Kapalua                   | 2                      | 0                      | +2             | --                | \$1,575,000           | --                    | --               | --                | \$1,575,000          | --                   | --               | --                | \$3,150,000          | \$0                  | +\$3,150,000     | --                |
| Kaupo                     | 1                      | 1                      | 0              | 0.0%              | \$275,000             | \$1,450,000           | -\$1,175,000     | -81.0%            | \$275,000            | \$1,450,000          | -\$1,175,000     | -81.0%            | \$275,000            | \$1,450,000          | -\$1,175,000     | -81.0%            |
| Keanae                    | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kihei                     | 8                      | 12                     | -4             | -33.3%            | \$772,338             | \$698,750             | +\$73,588        | +10.5%            | \$693,350            | \$412,500            | +\$280,850       | +68.1%            | \$6,178,700          | \$8,385,000          | -\$2,206,300     | -26.3%            |
| Kipahulu                  | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Kula/Ulupalakua/Kanaio    | 23                     | 32                     | -9             | -28.1%            | \$627,326             | \$628,950             | -\$1,624         | -0.3%             | \$420,000            | \$622,500            | -\$202,500       | -32.5%            | \$14,428,500         | \$20,126,400         | -\$5,697,900     | -28.3%            |
| Lahaina                   | 9                      | 11                     | -2             | -18.2%            | \$1,420,188           | \$1,320,136           | +\$100,051       | +7.6%             | \$1,693,750          | \$1,500,000          | +\$193,750       | +12.9%            | \$11,761,500         | \$14,521,500         | -\$2,760,000     | -19.0%            |
| Maalaea                   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Makawao/Olinda/Haliimaile | 8                      | 7                      | +1             | +14.3%            | \$535,375             | \$491,557             | +\$43,818        | +8.9%             | \$442,500            | \$375,000            | +\$67,500        | +18.0%            | \$4,283,000          | \$3,440,900          | +\$842,100       | +24.5%            |
| Maui Meadows              | 2                      | 1                      | +1             | +100.0%           | \$470,500             | \$725,000             | -\$254,500       | -35.1%            | \$470,500            | \$725,000            | -\$254,500       | -35.1%            | \$941,000            | \$725,000            | +\$216,000       | +29.8%            |
| Nahiku                    | 0                      | 2                      | -2             | -100.0%           | --                    | \$323,000             | --               | --                | --                   | \$323,000            | --               | --                | \$0                  | \$646,000            | -\$646,000       | -100.0%           |
| Napili/Kahana/Honokowai   | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Olowalu                   | 2                      | 1                      | +1             | +100.0%           | \$500,000             | \$575,000             | -\$75,000        | -13.0%            | \$500,000            | \$575,000            | -\$75,000        | -13.0%            | \$1,000,000          | \$575,000            | +\$425,000       | +73.9%            |
| Pukalani                  | 7                      | 5                      | +2             | +40.0%            | \$462,071             | \$383,400             | +\$78,671        | +20.5%            | \$387,000            | \$375,000            | +\$12,000        | +3.2%             | \$3,234,500          | \$1,917,000          | +\$1,317,500     | +68.7%            |
| Spreckelsville/Paia/Kuau  | 1                      | 1                      | 0              | 0.0%              | \$1,600,000           | \$2,900,000           | -\$1,300,000     | -44.8%            | \$1,600,000          | \$2,900,000          | -\$1,300,000     | -44.8%            | \$1,600,000          | \$2,900,000          | -\$1,300,000     | -44.8%            |
| Wailea/Makena             | 19                     | 6                      | +13            | +216.7%           | \$3,593,237           | \$5,297,500           | -\$1,704,263     | -32.2%            | \$1,298,000          | \$5,725,000          | -\$4,427,000     | -77.3%            | \$68,271,500         | \$31,785,000         | +\$36,486,500    | +114.8%           |
| Wailuku                   | 20                     | 18                     | +2             | +11.1%            | \$492,965             | \$378,574             | +\$114,391       | +30.2%            | \$500,000            | \$312,500            | +\$187,500       | +60.0%            | \$9,366,330          | \$6,814,325          | +\$2,552,005     | +37.5%            |
| Lanai                     | 0                      | 0                      | 0              | --                | --                    | --                    | --               | --                | --                   | --                   | --               | --                | \$0                  | \$0                  | \$0              | --                |
| Molokai                   | 7                      | 18                     | -11            | -61.1%            | \$167,167             | \$226,883             | -\$59,717        | -26.3%            | \$165,250            | \$205,000            | -\$39,750        | -19.4%            | \$1,113,000          | \$4,083,900          | -\$2,970,900     | -72.7%            |
| All MLS                   | 166                    | 180                    | -14            | -7.8%             | \$955,260             | \$760,582             | +\$194,678       | +25.6%            | \$500,000            | \$475,000            | +\$25,000        | +5.3%             | \$156,217,405        | \$136,904,806        | +\$19,312,599    | +14.1%            |